

UNWITTINGLY ETOQUETTE

Dress for success, preferably in a suit or professional looking dress. The Mary Kay sales force is known for their professional image. As N&D Sandy Miller said in her 2001 Leadership speech, "Mary Kay knew that fashion is fickle but style is forever."

Leave all negativity at the door! If you had a bad day (or week), don't spread the negativity. All it accomplishes is that you feel worse and you bring others down too. Be on the lookout for solutions to your challenges, ask for help, look for answers...but don't be a whiner.

Be on time! Anyone can be late occasionally due to circumstances beyond our control. However, habitual tardiness shows disrespect for others. Everyone's time is at a premium, just like yours. It's simply rude to think that everyone else didn't have challenges to overcome to be on time, and theirs are just as important as yours.

Listen to the person speaking or to the video. If you are tempted to whisper, think, "Is it really necessary?" or "Can this wait until after the meeting?" or "Would I want someone to whisper if I were speaking?" Talking and whispering can disturb many others, including guests. It is simply rude. Thank you for not doing it.

Applaud the achievements of others. In the same way that you want to be applauded when you are being recognized. Enthusiastic applause adds excitement to any meeting. If the meeting was dull, then ask yourself, "What could I do to improve it?"

Talk about recruiting in a tactful way. Remember that there may be guests present. You are not "working" on anyone, nor should she be introduced as "this is my number 3 for my red jacket!"

Refrain from making negative comments. If there is a promotion you do not like, remember that voicing your disapproval is tacky. Let's all

be thankful for the prizes we win. Someone is paying for you to receive that prize and, after all, what would we be getting in another career?

Encourage and greet new people and guests. We want to make everyone feel welcome. Make it a point to bring guests each week, and always build your guest up. Remember that Mary Kay says to pretend that everyone is wearing a sign that says, *"Make me feel important."* You might say something like, *"I am so excited for you to meet Mary! She was a terrific hostess last week!"* or *"I'd like to introduce you to my good friend, Mary. She is very supportive of my business and I appreciate her coming tonight as my guest!"*

Treat yourself and each other with dignity and respect., always following the principle of the Golden Rule. You might not always agree with every person in the room, but be professional enough to not voice your displeasure during the meeting. And as for your director....she has worked hard to achieve her position, she has worked her way to that position by proven ability and by going through the same things you're going through, and she is there solely to help you learn to be an excellent consultant. Simply treat others the way you would want to be treated.